

Nortel Networks Succession Internet Telephony Solutions

Name: Nortel Networks Succession Solution Portfolios
for Internet Telephony
www.nortelnetworks.com/succession

Overview: Nortel Networks is the industry leader in Internet telephony products and solutions, which use packet technology to exchange voice, fax and data over private and public networks. The company's portfolio includes products that transform existing telephony networks, as well as those that add telephony capabilities to packet networks. The company's cutting-edge technologies combine the quality, reliability, and capacity of the telephony network with the standards, simplicity, and connectivity of the Internet – for maximum performance and return on investment. Nortel Networks offers unparalleled leadership with end-to-end solutions spanning both enterprise and service provider/carrier markets.

Industry Leadership: **Nortel Networks is the industry leader in voice over IP (VoIP), voice over asynchronous transfer mode (VoATM) and voice over Frame Relay (VoF) solutions**

- Gartner Group places Nortel Networks as Leader in Enterprise Voice/Data Convergence, February 2001
- Frost & Sullivan Market Engineering Award 2001, Communication Server 3000, Softswitch

Enterprise Leadership:

Nortel Networks is number one in voice over data (VoD) solutions.

- 50 percent of all VoD calls in 2000 were made on Nortel Networks equipment.

Nortel Networks has shipped over 26,000 Internet telephony gateway ports.

- Approximately three percent of Meridian customers are using Nortel Networks IP Telephony gateways.
- The largest Meridian installation - over 100 gateways
- Over 20,000 IP phones deployed in 2000
- Approximately four million IP-enabled phones are currently in service.

Service Provider/Carrier Leadership:

Nortel Networks is the industry leader in servicing global carriers with approximately 700,000 Voice over Packet carrier ports.

- The company secured over \$1.0 billion in Succession contract wins from global carriers in 2000.
- 12 global carriers selected Nortel's Succession solutions in 2000 and several other Succession trials are underway with service providers around the world.

Products:

Enterprise

- Internet Telephony Gateways
- i2004 Internet Telephone
- Remote Office 9150
- Business Communications Manager
- Succession Communication Server for Enterprise 1000
- Succession Communication Server for Enterprise 6500

Service Provider/Carrier

- Succession Communication Server 2000
- Succession Communication Server 3000
- Multiservice Gateway 4000
- Passport 15000 Multiservice switch
- Passport Packet Voice Gateways
- CVX 1800
- Universal Edge 9000 Media Gateway
- Universal Audio Server
- Universal Signaling Point

Product Benefits: Nortel Networks' Succession solutions for Internet Telephony offer customers a myriad of user benefits, including:

- Extensive feature set and applications.
- A secure migration path that enables Enterprise companies to move from IP-enabled environments to pure IP telephony solutions and Carriers to easily migrate from today's TDM to Packet network.
- Increased mobility and accessibility to the network.
- Simplified network management and administration through converged networks, which reduce overall network costs.

Key Differentiators: Nortel Networks is the preferred provider of Internet telephony products and services because it gives Enterprise & Carrier customers:

- Comprehensive and feature-rich solutions that can be easily implemented.
- Reliable operating system platforms
- Investment protection, since customers may migrate without investing in completely new infrastructures.

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- Competitive Advantages through the delivery of value-added applications, such as call pilot unified messaging, conference services, central and auto attendant services, personal call distribution, attendant services and recorded announcements
- Leader in driving the development of open, standards-based, architecture for transparent interworking between circuit-switched and packet networks.

Customer Successes:

Nortel Networks has announced & deployed comprehensive Internet Telephony solutions for a diverse number of Enterprise & Carrier customers. Some examples include:

- Enterprise:
 - Bank Americana
 - Lakehead University – Thunder Bay, Ontario, Canada
 - Rose-Hulman Institute of Technology – Terre Haute, Indiana
- Carrier
 - British Telecom in Spain
 - Cable & Wireless
 - Telstra
 - Kabel NRW
 - Bell Intrigna

Corporate Profile:

Nortel Networks, a Global 500 corporation, had 2000 U.S. GAAP revenues of US \$30.3 billion. The company's stock, under symbol NT, is traded on the New York and Toronto Stock Exchanges. Nortel Networks has offices and facilities in Canada, Europe, Asia-Pacific, Caribbean and Latin America, the Middle East, Africa, and the United States.

Media Contact:

Debora Glennon
Director of Momentum Marketing, Enterprise Solutions
Nortel Networks Corporation
(615) 432-5280
deborag@nortelnetworks.com

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